FORM OBD - 67 JAN 1977

# UNITED STATES DEPARTMENT OF JUICE WASHINGTON, D.C. 20530

OMB No. 43-R0216
Approval expires Oct. 31, 1981

# **EXHIBIT A**

		TO REGISTRATION STATEMEN	T	艾麗 岛 5.		
	Under the Fe	oreign Agents Registration Act of 1	938, as amended C	RIWINAL RIWINAL RIGHT		
		oit for EACH foreign principal listed H additional foreign principal acqui		BIVISION BECUEN		
1.	Name and address of registrant	Steven Bennett AC & R Advertising, Inc. 437 Madison Ave., New Yo	rk, NY 10022	2. Registration No.		
3.	Name of foreign principal	· · · · · · · · · · · · · · · · · · ·	4. Principal addre	ss of foreign principal		
	·	ention Bureau	1640 Hemps	tead Turnpike w, NY 11554		
5.	Indicate whether your foreign prin	cipal is one of the following type:	<u> </u>			
	Foreign government					
	Foreign political party					
	X Foreign of domestic organization: If either, check one of the following:					
	Partnership	Committee				
	Corporation	Voluntary group				
	X Association	Other (specify)				
	Individual - State his national	lity				
6.	If the foreign principal is a foreig	n government, state:				
	a) Branch or agency represented	by the registrant.				
		2,,				
	b) Name and title of official with	whom registrant deals.				
	Mr. Horst Schwarte Mgr. NA Sales					
7.	If the foreign principal is a foreig	n political party, state: N/A				
	a) Principal address					
	b) Name and title of official with	whom the registrant deals.				
	c) Principal aim					
				· · · · · · · · · · · · · · · · · · ·		
8.	If the foreign principal is not a fo	reign government or a foreign politi	cat party,			

a) State the nature of the business or activity of this foreign principal

Organization to promote corporations to hold conventions in Germany



b) is this foreig	n principal					
Owned by a i	oreign government	, foreign political part	y, or other foreig	gn principal	Yes 🗀 1	io 🗓
Directed by	a foreign governme	ent, foreign political p	urty, or other for	eign principal.	Yes 🔀 I	io 🗀
Controlled by	e foreign governr	nent, foreign political	party, or other fo	oreign principal	Yes 🗀 1	io X
Financed by	a foreign governm	ent, foreign political p	arty, or other for	reign principal .	Yes 🗀 1	10 X
Subsidized is	whole by a foreig	zn government, foreign	political party.	or other foreign	<del></del>	
						io 🔼
		government, foreign p			Yes 🔲 1	io 🖄
be used.) German Con	AC & R is a vention Bur convention	'Yes' in Item 8(b). (I in Advertising reau. We work is in Germany.	Agency wo with the	rking for New York	the office	
•						
<b>-</b> •	•	nization and is not own			evernment, fore	ign
		N / T				
		N/A				
		N/A		₩.	,	
Date of Exhibit A	l l	Name and Title Steven Bennet	t	Signature	- B.	

Form OBD-65 Rev. 4-27-77 (Formerly DJ-304) OMB No. 43-R435 Approval Expires Oct. 31, 1981

# UNITED STATES DEPARTMENT OF JUSTICE Washington, D.C. 20530

### **EXHIBIT B**

TO REGISTRATION STATEMENT Under the Foreign Agents Registration Act of 1938, as amended



INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant
Steven Bennett
AC & R Advertising, Inc.
437 Madison Ave., N.Y., NY 10022

Name of Foreign Principal
German Convention Bureau

# Check Appropriate Boxes:

- 1. The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
- 2. X There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- 3. [] The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding. Create and place advertisements in convention trade journals in an attempt to motivate companies to hold conventions in Germany.



Describe fully the activities the registrant engages in or proposes to engage in on behalf of the				
above foreign principal. Placement and distribution of advertisements				
to U.S. trade convention publications as to convention possibilities				
and upcoming conventions in Germany.				

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?1/ Yes \[ \] No \[ \]

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B

Name and Title Steven Bennett VP/Account Executive Signature

Political activity as defined in Section 1(0) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



# CALL REPORT # 109

CLIENT: GNTO

**CALL REPORT DATE:** 

11/6/79

MEETING DATE:

11/6/79

PLACE:

**GNTO** 

PRESENT:

Mr. Blaettermann

Ms. Wuerz Mr. Bennett Ms. Skudlark

1980 Budget

Budget Guideline for 1980:

Budget '80

US \$1,080,000

To be planned as follows:

\$610,000 150,000 Spring 80 U.S.

Spring '80 Canada

\$160,000

Fall '80 U.S.

40,000

Fall '80 Canada

\$40,000 10,000 Trade U.S. Trade Canada

\$40,000

Meetings & Conventions U.S.

10,000

Meetings & Conventions Canada

Distribution: Mr. Blaettermann

SR, SM, DW, MW, LT, MM, JMc, RJ, (SB) MH, RB, LM, ML, PH

Mr. Krueger

Ms. I. Scherer-Mg

Mr. Veit Emscher

Ms. kuerz

\$20,000

Reserve

Above budgets are for media and production.

#### MEDIA

a) Radio flight to be Feb. 25-March 16, 1980 in following markets (40% reach)

New York

Washington D.C.

Chicago

Dallas

Los Angeles

Houston

Detroit

Minnesota

Philadelphia

**Atlanta** 

Boston

Miami

San Francisco

(Continued on next page)

b) Following is print media:

Travel Illustrated	pg 4/C bleed	4th week Feb.	or mid March
Newsweek (13 metro or regional)	<b>n</b>	4th week Feb.	or mid March
Travel & Leisure	pg. 4/C bleed	Marcn	
Travel Holiday	ng. 4/C bleed	April	
Natural History	pg 4/C bleed	April	• .
Vogue	pg. 4/C bleed	March	
Gourmet	pg. 4/C bleed	May	
Diversion	pg. 4/C bleed	June	
Geo	pg. 4/C bleed	May	
Rotarian	pg. B/W	Feb	

c) \$50,000 (including production) to be set aside for newspaper to be determined later.

## d) GERMAN ETHNIC

Budgeted at \$2000. Agency to check into special issues.

# e) Canada

Agency to consult with Ms. Scherer-Mohr regarding Canadian media.

#### Magazine Ad

Client specified following subject matter to be included in photo selection.

- Rhine River with castle background
- -Bavarian scene
- Northern city scene

Agency to examine selections provided and make recommendation on use. Copy meeting to be held week of November 12.

ACTION: S. Taffet to research.

#### Meetings/Incentive Ads

Same format as magazine ad to be used, but will consider use of 2 photos rather than 3 to allow room for more copy. Same selling points to be picked up as used presently but worked into Wunderbar theme. Incentive photo: Michelstadt, elegant dining scene. Convention photos: convention scene, Bavarian beer drinking.

ACTION: S. Taffet to prepare layouts P. White to prepare copy.

#### Rotarian Ad

Agency to revise headline of current ad.

ACTION: P. White

#### Small Space Ad

Copy to be revised to include Wunderbar theme.

ACTION: P. White

Agency accepted master slides from the 1977 Germany photo shoot. Agency to return slides after photo selection has been made.

ACTION: Ann Skudlark to return slides to GNTO New York.



So:

Debbie Gray

Date:

December 22, 1981

From:

Steve Bennett

Subject:

GNTO - Canada

CC:

ROBERTA BYER

MIKE WIDENER

ELAINE YANIS

Media plan required for Canada as follows:

Budget \$40,000 (Canada \$48,000)

1) Pg B/W (last week in Feb.) Sunday Supplement in:

Toronto 1x

Montreal 1x

Ontario

Vancouver lx

2. Pg B/W trade: (end of Feb.)

CIN Canadian travel News

CTP " Preson

3. Newspaper R+T (finish off budget). Early Feb.

Plan due January 6.

M. Widows

CC E Yours

To Minge Laugare War From Steve Barnett V Re GNTO-Radio

To confirm our convention, the ENTO has a media budget of Novo coo U.S. and 525 and Canada for 30 second live announcements. The stood schedule should be planned to start as soon as possible (early July).

We have to lealance number of markets and length of schedule. They would accept a 2 week schedule if we recommend.

Maket prinities

Ny

Chicago

Matrial (Eng, Franch)

Need worth for

Bota Ph.1

Hote Dalla

Miani